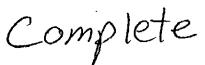


7hanks. Lanny





R. J. Reynolds Tobacco Co. 400 Raritan Center Parkway Edison, N.J. 08837

| Date | 7/24/96 | | | | | |
|----------------|---|--|---|--|--|--|
| Number of p | pages including cover sheet 🥧 | <u>5</u> | | | | |
| To: Pate | rson Tobacco | From: | Lanny Wolfe | | | |
| | Denise | | Lainly Wolle | | | |
| | | | | | | |
| | | | · | | | |
| Phone | | Phone | 908-225-4774 | | | |
| | e 201-345-2154 | Fax Phone | 908-417-9076 | | | |
| CC: | Greg Mitchell | Voice Mail | 800-757-8255 | | | |
| | Kevin Kroll | | Ext.48795 | | | |
| | | | | | | |
| alana di ta dh | <u>-</u> | your review Reply ASA | P 🔲 Please comment bromotion. Please pack each | | | |
| | • | rs work the August 1947 f XIs. Doral LAOOs. Doral | · | | | |
| Ť | * | for each account on the att | | | | |
| u will be cr | edited with approximately <u>s</u> ounts <u>on the attached list</u> | \$1,386.00 if displays are by August 31st. | packed and automatically | | | |
| | uu questiaus blease let we b | • | | | | |



Account: PATERSON TOBACCO Acct. #488910

| Brand Promotion | | Doral Free Maich Tin & Matches W/Z-Fack Furchase | |
|---|--|---|--|
| Display Packing | | 1 ctn DoralFF100 1 ctn DoralLt100 1 ctn DoralUL100 1 ctn DoralLtM100 | |
| Allocation (cs) | | 1-12M cs DoralFF100 1-12M cs DoralLt100 1-12M cs DoralUL100 1-12M cs DoralLtM100 | 1-12M cs DoralFF100 1-12M cs DoralLt 100 1-12M cs DoralUL100 1-12M cs DoralLtM100 |
| Displays | | 57 | 57 |
| Date Product Recvd | | 8/1/96 | 8/8/96 |
| Display Assembly | (timing) | Immediately | |
| Displays Shipped to Retail -procedures required to receive .08 per ctn Category II payment: | Send displays automatically to accounts on attached list beginning 8/1/96 | Please cross out any account that refuses promotion and return list to RJR | |
| You will be credited we estimated August more payment if all display on attached list by August by | nthly Category II s are sent to accounts | \$1,386.00* | |
| Packing and shipping payment if | | | |

Packing and shipping payment if packing is completed within 2 weeks:

28.00 per 12M case of Live product

*Must make July-Dec. RJR share of market or Savings share of category goal to collect this \$

Note:

① Send 1 display to each account on attached VAP list.

② Voice mail 800-757-8255 mail box #48795 to request payment before sending out displays.

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WHOLESALER : 488910 PATERSON TOBACCO & CONF. CO. <DIRECT>

TEMPLATE : DORAL MATCH TIN

TEMPLATE SEQ : 0002 SALES LEVEL : 12XXXX

| TERR | RETAIL | ACCT | NAME | ADDRESS | NEWARK RIVER VALE ELIZABETH HO HO KUS LODI PARSIPPANY BELLEVILLE NEW MILFORD PATERSON BOGOTA PARK RIDGE ENGLEWOOD PATERSON PATERSON PATERSON PATERSON PATERSON PARK RIDGE HILLSIDE PASSAIC CLIFTON LODI BELLEVILLE FRANKLIN LAKES PATERSON DUMONT DUMONT DUMONT DUMONT DUMONT ELMWOOD PARK EMERSON NEW MILFORD FAIRLAWN HACKETTSTOWN CLIFTON HASBROUCK HEIGH FRANKLIN LAKES PATERSON EAST HANOVER PARK RIDGE CLIFTON NEWARK RINGWOOD RAMSEY LAKE HIAWATHA | ST | ZIP | QTY | TAX | CHAIN-ID | SUPPLIER |
|--------|--------|--------|----------------------|---------------------|---|-----------|-------|-----|-----|----------|----------|
| 122603 | 122622 | 056147 | A&F SMOKE SHOP | 697 BROAD ST | NEWARK | ŊJ | 07102 | 1 | | | |
| 122101 | | 770527 | A&H CONVENIENCE | 184 RIVERVALE RD | RIVER VALE | NJ | 07675 | 1 | | | |
| 122606 | | 275948 | ARATOW DRUGS | 1039 NORTH AVE | ELIZABETH | NJ | 07201 | 1 | | | |
| 122602 | 122621 | 693367 | ARCHIES CORNER | 562 ELIZABETH AVE | ELIZABETH | NJ | 07206 | 1 | | | |
| 122604 | 122623 | 451768 | AVADHUT, INC. | 8 SYCAMORE AVE | HO HO KUS | ŊĴ | 07423 | 1 | | | |
| 122102 | | 709379 | AVE E DELI | 11 AVENUE E | LODI | ŊĴ | 07644 | 1 | | | |
| 133008 | 133025 | 274174 | BALDWIN NEWS & FOOD | 138 BALDWIN RD | PARSIPPANY | ŊJ | 07054 | 1 | | | |
| 122104 | 122629 | 771611 | BELLEVILLE TOBEHOBBY | 386 MAIN ST | BELLEVILLE | NJ | 07109 | 1 | | | |
| 122102 | | 707617 | BIG VARIETY | 830 RIVER RD | NEW MILFORD | ŊJ | 07646 | 1 | | | |
| 122604 | 122623 | 541229 | BIONDO BROS. MARKET | 63 WASHINGTON ST | PATERSON | ŊJ | 07501 | 1 | | | |
| 122105 | | 652136 | BOGOTA MARKET | 65 W MAIN ST | BOGOTA | NJ | 07603 | 1 | | | |
| 122101 | 122225 | 770896 | BRAND BAR & BEVERAGE | 73 PARK AVE | PARK RIDGE | NJ | 07656 | 1 | | | |
| 122101 | 122225 | 770799 | BURGUNDY'S STATY. | 41 W PALISADE AVE | ENGLEWOOD | NJ | 07631 | 1 | | | |
| 122609 | | 281692 | C MART | 246 MARKET ST | PATERSON | ŊJ | 07505 | . 1 | | | |
| 122609 | | 457756 | CAPITAL SUPER MARKET | 200 BROADWAY | PATERSON | NJ | 07505 | 1 | | | |
| 122101 | 122225 | 530983 | CASH STATIONERY | 58 PARK AVE | PARK RIDGE | ŊJ | 07656 | 1 | | | |
| 122606 | | 401682 | CENTER PHARMACY | 1108 LIBERTY AVE | HILLSIDE | ŊJ | 07205 | 1 | | | |
| 122103 | 122628 | 399730 | CORNER SWEET SHOPPE | 249 MAIN AVE | PASSAIC | ŊĴ | 07055 | 1 | | | |
| 122102 | 122226 | 770492 | CORRADOS WINE & LIQS | 1578 MAIN AVE | CLIFTON | NJ | 07011 | 1 | | | |
| 122102 | 122226 | 771377 | DACCURSO LIQUORS | 25C WASHINGTON ST | LODI | ŊJ | 07644 | 1 | | | |
| 122104 | 122629 | 877150 | DAVES DISCOUNT LIQ. | 726 WASHINGTON AVE | BELLEVILLE | ŊJ | 07109 | 1 | | | |
| 122604 | 122623 | 658672 | DELI MART | 809 FRANKLIN AVE | FRANKLIN LAKES | ŊJ | 07417 | 1 | | | |
| 122609 | | 694384 | DUARTE INC. | 230 ROSA PARKS BLVD | PATERSON | ŊJ | 07501 | 1 | | | , |
| 122101 | 122225 | 455345 | DUMONT KRAUSZER'S | 407 WASHINGTON AVE | DUMONT | ŊJ | 07628 | 1 | | | |
| 122101 | 122225 | 658981 | DUMONT NEWS & THINGS | 42 W MADISON AVE | DUMONT | ŊJ | 07628 | 1 | | | |
| 122105 | | 856114 | DUMONT WINE & LIQUOR | 68 E MADISON AVE | DUMONT | NO | 07628 | 1 | | | |
| 122106 | | 273635 | ELM'S GROVE LIQ-DELI | 251 ELM ST | ELMWOOD PARK | NJ | 07407 | 1 | | | |
| 122101 | 122225 | 684421 | EMERSON STATIONERY | 191 KINDERKAMACK RD | EMERSON | NJ | 07630 | 1 | | | |
| 122102 | 122226 | 518943 | EXCLUSIVE SHOP | 864 RIVER RD | NEW MILFORD | NJ | 07646 | Ţ | | | |
| 122102 | 122226 | 667899 | FAIRLAWN NEWS & FOOD | 16-15 RIVER RD | FAIRLAWN | NO | 07410 | 1 | | | |
| 133001 | 133022 | 226436 | FAMILY FOOD MARKET | 621 ALLEN RU | HACKETISTOWN | NJ | 07840 | 1 | | | |
| 122608 | | 399630 | FIELD LIQUORS | 1006 RT. 46 WEST | CLIFTON | NJ | 07013 | 1 | | | • |
| 122102 | 122226 | 399825 | FISHERS LUNCH | 245 BOULEVARD | HASBROUCK HEIGH | NJ | 07604 | 1 | | | |
| 122604 | 122623 | 273808 | FRANKLIN LAKES STAT | 794 FRANKLIN AVE | FRANKLIN LAKES | NJ | 07417 | 1 | | | |
| 122609 | | 273454 | GUZMANS GROCERY | 19 CHURCH ST | PATERSON | NJ | 0/505 | 1 | | | |
| 133003 | 133025 | 718914 | HANOVER FARMS | 326 STATE ROUTE 10 | EAST MANOVER | NJ | 07936 | 1 | | | |
| 122101 | 122225 | 451769 | HENA INCORPORATED | 127 PARK AVE | PARK RIDGE | NJ | 07055 | 1 | | | |
| 122604 | 122623 | 399467 | HENKIS PIONOK & DEPI | 1224 VAN HOUTEN AVE | CLIFION NEWARY | NJ NJ | 07013 | 1 | | | |
| 122603 | 122622 | 1/2963 | J SMUKE SHUP | CENTAND LAND DOLLED | NEMAKA DINCUCCO | NU T M | 07455 | , L | | | |
| 122604 | 122623 | 457608 | JALAKAN NEWS & FOOD | SKILLING DAKE DKIVE | NINGWOOD DAMCEV | N.T | 07446 | 1 | | | |
| 122604 | 122023 | 45//63 | JANKI COKP | II COMOVADO YAO | TAMBUTAWATUA | N.T | 07034 | 1 | | | |
| 133008 | | 2978T1 | JAI TOBACCO | II CUEKOVEE WAS | DAKE UTAMATUR | MO | 0/034 | 1 | | | _ |

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WHOLESALER : 488910 PATERSON TOBACCO & CONF. CO. <DIRECT>

TEMPLATE : DORAL MATCH TIN

TEMPLATE SEO : 0002 SALES LEVEL : 12XXXX

| TERR | RETAIL | ACCT | NAME JEFFERSON MARKET JIM'S LUNCH JOEY'S LUNCHEONETTE JR'S WHOLESALE KHC FINE FOODS KIN-LON SPA KRAUSZERS KRAUSZERS KRAUSZERS KRAUSZERS #294 LE GRANDE MKT. LILLS DELI LIQUOR KING MANOR SWEET SHOP MARK PHARMACY MARY JANE LUNCHEONET MENHAM APOTHECARY MINIT MART MOHAN'S FOOD MORT JACOBS RX, INC. NATIONAL FOOD STORE NINA'S SMOKE SHOP OLD TAPPAN LIQUOR OLYMPIC CARD & GIFTS OMACEES ORADELL MINI MARKET PAP'S WINE & LIQUOR PARK DELI PARTH INC. PATEL LIQ. & DELI PATERSON TOBACCO PHILLIPS STATY PINT CORPORATION PLAZA CONVIENCE PLUS POMPTON LK DELI &LIQ PUJA ENT/MYEL STATIO PUR INTERNATIONAL QUICK SHOP | ADDRESS | CITY | ST | ZIP | QTY | TAX | CHAIN-ID | SUPPLIER |
|--------|--------|--------|---|----------------------|-----------------|----|-------|-----|-----|----------|----------|
| 133001 | 133020 | 400485 | JEFFERSON MARKET | PO BOX 454 | LAKE HOPATCONG | NJ | 07849 | 1 | | | |
| 122609 | | 683945 | JIM'S LUNCH | 76 WASHINGTON ST | PATERSON | NĴ | 07501 | 1 | | | |
| 122106 | | 567021 | JOEY'S LUNCHEONETTE | 120 MARKET ST | CLIFTON | NJ | 07012 | 1 | | | |
| 122604 | 122623 | 642976 | JR'S WHOLESALE | 217-219 MCBRIDE AVE. | PATERSON | ŊJ | 07501 | 1 | | | |
| 122604 | 122623 | 310616 | KHC FINE FOODS | 615 NEWARK POMPTON T | POMPTON PLAINS | NJ | 07444 | 1 | | | |
| 122604 | 122623 | 399450 | KIN-LON SPA | RT 23 MEADTOWN | KINNELON | NJ | 07405 | 1 | | | |
| 122604 | 122623 | 661825 | KRAUSZERS | 777 HAMBURG TPKE | WAYNE | NJ | 07470 | 1 | | | |
| 122604 | 122623 | 653924 | KRAUSZERS | 489 HIGH MT ROAD | NORTH HALEDON | NJ | 07508 | 1 | | | |
| 122604 | 122623 | 273918 | KRAUSZERS #294 | 714 HAMBURG TPKE | POMPTON LAKES | NJ | 07442 | 1 | | | |
| 122609 | | 678673 | LE GRANDE MKT. | 259 PARK AVE | PATERSON | ŊJ | 07501 | 1 | | | |
| 122102 | | 273636 | LILLS DELI | 234 MARKET ST | ELMWOOD PARK | ŊJ | 07407 | 1 | | | |
| 122102 | 122226 | 481725 | LIQUOR KING | 450 HACKENSACK AVE | HACKENSACK | NJ | 07601 | 1 | | | |
| 122103 | 122628 | 273219 | MANOR SWEET SHOP | 112 JACKSON AVE | RUTHERFORD | ŊJ | 07070 | 1 | | | |
| 122609 | | 273895 | MARK PHARMACY | 38 MOUNTAINVIEW BLVD | WAYNE | NJ | 07470 | 1 | | | |
| 122609 | | 771023 | MARY JANE LUNCHEONET | 146 MOUNTAINVIEW BLV | WAYNE | ŊJ | 07470 | 1 | | | |
| 133001 | 133022 | 410138 | MENHAM APOTHECARY | ROUTE 24 | MENDHAM | ŊĴ | 07945 | 1 | | | |
| 133006 | | 451879 | MINIT MART | 80 MAIN ST | SAYREVILLE | NJ | 08872 | 1 | | | |
| 122105 | | 455711 | MOHAN'S FOOD | 130-A WEST SHORE AVE | DUMONT | ŊJ | 07628 | 1 | | | |
| 122106 | | 685326 | MORT JACOBS RX, INC. | 506 PARK AVE | PATERSON | NJ | 07504 | 1 | | | |
| 122604 | 122623 | 581831 | NATIONAL FOOD STORE | 152 VALLEY RD | MONTCLAIR | ŊJ | 07042 | 1 | | | |
| 122602 | 122621 | 584937 | NINA'S SMOKE SHOP | 130 BROAD ST | ELIZABETH | ŊJ | 07201 | 1 | | | |
| 122105 | | 296318 | OLD TAPPAN LIQUOR | 14 BI STATE PLZ | OLD TAPPAN | ŊJ | 07675 | 1 | | | |
| 122604 | 122623 | 273280 | OLYMPIC CARD & GIFTS | 456 CHAMBERLAIN AVE | PATERSON | ŊJ | 07522 | 1 | | | • |
| 122106 | | 588258 | OMACEES | 930 MAIN AVE | PASSAIC | ŊJ | 07055 | 1 | | | |
| 122101 | 122225 | 410831 | ORADELL MINI MARKET | 219 KINDERKAMACK RD | ORADELL | ŊJ | 07649 | 1 | | | |
| 122102 | | 771498 | PAP'S WINE & LIQUOR | 500 WESTMINSTER PL | LODI | NJ | 07644 | 1 | | | • |
| 122604 | 122623 | 589584 | PARK DELI | 50 CLINTON AVE | MIDLAND PARK | ŊJ | 07432 | 1 | | | |
| 133003 | 133025 | 401133 | PARTH INC. | 365 SPRINGFIELD AVE | SUMMIT | ŊJ | 07901 | 1 | | | |
| 133001 | 133022 | 344957 | PATEL LIQ. & DELI | 114 US HIGHWAY 46 | BUDD LAKE | ŊJ | 07828 | 1 | | | • |
| 122604 | | 488910 | PATERSON TOBACCO | 237 VAN HOUTEN ST | PATERSON | ŊJ | 07501 | 1 | | | |
| 122604 | 122623 | 272901 | PHILLIPS STATY | GODWIN AVE | MIDLAND PARK | ŊJ | 07432 | 1 | | | |
| 122102 | 122226 | 273737 | PINT CORPORATION | 890 PROSPECT ST | GLEN ROCK | NJ | 07452 | 1 | | | |
| 122608 | | 700161 | PLAZA CONVIENCE PLUS | 314 BLOOMFIELD AVE | MONTCLAIR | NJ | 07042 | 1 | | | |
| 122609 | | 273923 | POMPTON LK DELI &LIQ | 119 WANAQUE AVE | POMPTON LAKES | ŊJ | 07442 | 1 | | | |
| 122101 | 122225 | 399371 | PUJA ENT/MYEL STATIO | 305 PASCACK RD | WASHINGTON TOWN | NJ | 07675 | Ţ | | | |
| 122103 | 122628 | 399738 | PUR INTERNATIONAL | 52 MAIN AVE | PASSAIC | ĻΝ | 07055 | 1 | | | |
| 122101 | 122225 | 663890 | QUICK SHOP | 395 S WASHINGTON AVE | BERGENFIELD | NJ | 07621 | Ţ | | | |
| 122604 | 122623 | 662055 | QUICK SHOP | 754 FRANKLIN AVE | FRANKLIN LAKES | NJ | 07417 | 1 | | | |
| 163602 | 163621 | 651850 | QUIK MART | 190 FRANKLIN TPKE | MAHWAH | Nu | 07430 | 1 | | | |
| 122101 | 122225 | 705791 | RAJ NEWSHACK INC. | 447 BROADWAY | MESTMOOD | ŊJ | 07675 | 1 | | | |
| 122103 | 122628 | 399536 | RICHFIELD CONFECTINY | 1350 CLIFTON AVE | CLIFTON | ŊJ | 07012 | 1 | | | |
| 122607 | | 275840 | RITA DRUGS | 200 CHESTNOT ST | RUSELLE PARK | Ņ | 0/204 | 1 | | | |
| 122101 | 122225 | 400222 | ROCKLINS | 458 CEDAK LN | TEANECK | NJ | 0/666 | 1 | | | _ |

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WHOLESALER : 488910 PATERSON TOBACCO & CONF. CO. <DIRECT>

TEMPLATE TOTAL ACCOUNTS

TEMPLATE : DORAL MATCH TIN TEMPLATE SEQ : 0002

SALES LEVEL : 12XXXX

| TERR | RETAIL | ACCT | NAME | ADDRESS | CITY | ST | ZIP | QTY | TAX | CHAIN-ID | SUPPLIER |
|--------|--------|--------|---|---|---|----|-------|---------|-----|-----------|----------|
| 122607 | | 275843 | ROSELLE RITA PHCY | 109 CHESTNUT ST | ROSELLE | NJ | 07203 | 1 | | | |
| 122102 | 122226 | | | 160 HAZEL ST | CLIFTON | | 07011 | <u></u> | | | |
| | | | SAVON / A & L HEALTH | | POMPTON LAKES | | 07442 | ī | | | |
| | 122626 | 402421 | CHARDEDE EVENDOS | 304 BRITERVILLE AVE | BRITEVILLE | | 07109 | ī | | | |
| 133006 | 133029 | 580172 | SOHAM INC | 81 MAIN ST | SOUTH RIVER | | 08882 | ī | | | |
| 133003 | 133028 | 597766 | SOHAM INC STATE NEWS SUB PLACE ELSE SUN RAY DRUGS SUPER SHOP SUPER SHOP SWEENEY LIQUORS | 198 E FRONT ST | SOUTH RIVER PLAINFIELD FAIRFIELD MIDDLETOWN TENAFLY NORWOOD DUMONT | | 07060 | 1 | - | | |
| 133008 | 133025 | 630831 | SUB PLACE ELSE | 69 ROUTE 46 WEST | FAIRFIELD | NJ | 07004 | 1 | | | |
| 133002 | 133023 | 279977 | SUN RAY DRUGS | ROUTE 35 | MIDDLETOWN | ŊJ | 07748 | 1 | | | |
| 122101 | 122225 | 657302 | SUPER SHOP | 21 GROVE ST | TENAFLY | NJ | 07670 | . 1 | | | |
| 122101 | 122225 | 568718 | SUPER SHOP | 450 LIVINGSTON ST | NORWOOD | ŊĴ | 07648 | 1 | | | |
| 122105 | | 580929 | SWEENEY LIQUORS | 46 GRANT AVE | DUMONT | ŊĴ | 07628 | 1 | | | |
| 163602 | | 273654 | TARRANTINO LIQUORS | 115 FRANKLIN TPKE | НАМНАМ | ŊJ | 07430 | 1 | | | |
| 122101 | 122225 | 400040 | THE COFFEE STOP, INC | 82 BROADWAY | WOODCLIFF LAKE | ŊJ | 07675 | 1 | | | |
| | 133020 | | THE CORNER DELI | 91 MAIN ST | FRANKLIN | NJ | 07416 | 1 | | | |
| 122609 | | | THE NOTEBOOK | 400 RAMAPO VALLEY RD | OAKLAND | NJ | 07436 | 1 | | | |
| | | | TOWN STATIONERY | 35 W PALISADE AVE | ENGLEWOOD | ŊJ | 07631 | 1 | | | |
| | | | UNITED CARD & SMOKE | | DENVILLE | | 07834 | 1 | | | |
| | | | | | LITTLE FALLS | | 07424 | 1 | | | |
| | | | VILLAGE STATIONERS | | RAMSEY | ŊJ | 07446 | 1 | | | |
| | | | WELSH FARMS | 1330 MAIN AVE | CLIFTON | ŊJ | 07011 | 1 | | 3897-0000 | |
| | | | WIEBENS DELI | | SECAUCUS | | 07094 | 1 | | | |
| | | | WILBERN DRUGS | 213 MAIN AVE | PASSAIC | | 07055 | 1 | | | |
| | | | WOLFSONS MARKET | 480 BOONTON TPKE | LINCOLN PARK | ŊJ | 07035 | 1 | | | |
| | | | | HOPATCHUNG ROAD | LINCOLN PARK HOPATCONG WESTWOOD HILLSDALE MONTVALE NEW MILFORD HACKENSACK | ŊJ | 07843 | 1 | | | |
| 122101 | 122225 | 264792 | 5 CORNERS TOY & GIFT | 103 WESTWOOD AVE | WESTWOOD | ŊĴ | 07675 | 1 | | | |
| | | | 7-11 #11439 | 370 HILLSDALE AVE | HILLSDALE | ŊĴ | 07642 | 1 | | 0001-0402 | |
| | | | 7-11 #11461 | 8 E GRAND AVE | MONTVALE | ŊJ | 07645 | 1 | | 0001-0402 | |
| | | | 7-11 11432 | 280 MAIN ST | NEW MILFORD | ŊJ | 07646 | 1 | | 0001-0402 | |
| 122102 | | 481723 | 7-11 26366 | 370 HILLSDALE AVE 8 E GRAND AVE 280 MAIN ST 290 S SUMMIT AVE | HACKENSACK | ŊJ | 07601 | 1 | | 0001-0402 | • |
| | | | | | | | | | | | |
| | | | PAGE BREAK TOTA | AL ACCOUNTS 114 | TOTAL QUANTITY | | | 114 | | | |

114 TOTAL QUANTITY

EAST ORANGE Gulf 9 N. PARK ST + Washington 201-678-4714